

Message Text

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ACTION EB-07

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P 081525Z MAY 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC PRIORITY 9181

UNCLAS LAGOS 04280

ATTENTION EB/CBA/OCA AND AF/W/NI

E.O. 11652 : NA

TAGS : BEXP, NI, BMEP

SUBJ : BUSINESS CONSULTATION PROGRAM

REF : STATE 104370

1. EMBASSY PROPOSES BUSINESS CONSULTATION TRAVEL IN U.S. BY EMBOFF EDWARD W. LOLLIS APPROXIMATELY JUNE 2-13, 1975. VISIT COULD MATERIALLY ASSIST ALL OF THE MAJOR EXPORT PROJECTS FOR WHICH HE HAS BEEN RESPONSIBLE DURING HIS TOUR IN NIGERIA (I.E. SINCE AUGUST 1973), VIZ. ELECTRICAL POWER GENERATION, IRON AND STEEL, PETROLEUM REFINING, LIQUEFIED NATURAL GAS (LNG), PETROCHEMICALS, AND NITROGENOUS FERTILIZER. SPECIFIC CURRENT OPPORTUNITIES HE COULD DISCUSS WITH INTERESTED FIRMS INCLUDE DIRECT REDUCTION STEEL PLANTS (EXPORT POTENTIAL DOLS400 MILLION), LNG LIQUEFACTION PLANTS (DOLS1 BILLION), LNG TANKERS (DOLS1 BILLION), PETROCHEMICAL COMPLEX (DOLS300 MILLION), AMMONIA/UREA PLANT (DOLS150 MILLION), AND GAS GATHERING SYSTEM (DOLS600 MILLION).

2. ALL OF THESE PROJECTS HAVE BEEN REPORTED IN DETAIL. SEE SEPTEL ABOUT GAS GATHERING SYSTEM. FMG RECENTLY SPLIT THIS OFF FROM LNG AND OTHER GAS UTILIZATION PROJECTS FOR SEPARATE IMPLEMENTATION BY A NEW 100 PERCENT STATE-OWNED CORPORATION. IT WOULD BE VERY TIMELY FOR KNOWLEDGEABLE EMBOFF TO CONTACT U.S. DESIGN/CONSTRUCTORS, CONSULTING FIRMS, GAS PIPELINE COMPANIES, AND EQUIPMENT SUPPLIERS BECAUSE FMG WANTS DESIGN, CONSTRUCTION, AND MANAGEMENT PROPOSALS IN NEAR FUTURE. DATES UNCLASSIFIED

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PROPOSED ABOVE DELIBERATELY CHOSEN TO PRECEDE AND OVERLAP

PERIOD (JUNE 8-20) WHEN THE TWO NIGERIAN OFFICIALS MOST DIRECTLY RESPONSIBLE FOR THE GAS GATHERING PROJECT WILL BE AT UNIVERSITY OF OKLAHOMA. EMBOFF WOULD BE ABLE CONFER WITH THEM BY TELEPHONE AS LEADS DEVELOP AND MIGHT BE ABLE ARRANGE VISITS BY ONE OR BOTH OF THEM TO U.S. COMPANIES DURING WEEK OF JUNE 23. THIS PROJECT REQUIRES SPECIAL EFFORT BECAUSE U.S. GAS INDUSTRY, UNLIKE PETROLEUM INDUSTRY, IS ESSENTIALLY DOMESTIC, AND MAJOR NEW GAS PROJECTS OVERSEAS MIGHT NOT COME TO ATTENTION OF RELEVANT FIRMS.

3. IN ADDITION TO PROMOTION OF NEW GAS GATHERING PROJECT, EMBOFF COULD USEFULLY, CONTACT AGRICO CHEMICAL (TULSA, OKLA.), AIR PRODUCTS AND CHEMICALS (ALLENTOWN, PA.), ALLIED CHEMICAL (MORRISTOWN, N.J.), ASHLAND OIL (ASHLAND, KY.), ARMCO STEEL (MIDDLETOWN, OHIO), BECHTEL (SAN FRANCISCO), CHEMICO (NEW YORK), CHICAGO BRIDGE AND IRON (OAK BROOK, ILL.), DIAMOND SHARMROCK (CLEVELAND, OHIO), DOW CHEMICAL (MIDLAND, MICH.) FLUOR (LOSANGELES) HERCULES (WILMINGTON, DEL.), INSTITUTE OF GAS TECHNOLOGY (CHICAGO), M.W. KELLOGG (HOUSTON), A.D. LITTLE (CAMBRIDGE, MASS.), LUMUS (BLOOMFIELD, N.J.), MONSANTO (SAINT LOUIS), RALPH M. PARSONS (LOS ANGELES), J.FGM PRITCHARD (KANSAS CITY), PROCON (DES PLAINES, ILL.), SWINDELL-DRESSLER (PITTSBURGH), TENNECO (HOUSTON), AND WILLIAMS BROTHERS ENGINEERING CO. (TULSA, OKLA.). ONLY A FEW OF THESE COMPANIES COULD BE VISITED IN TIME PROPOSED, BUT EMBOFF COULD TALK TO EACH BY TELEPHONE FROM WASHINGTON AND ARRANGE APPROPRIATE ITINERARY AFTER ARRIVAL.

4. AS FOREGOING IMPLIES, EMBASSY ENVISAGES THAT VISIT WOULD CONCENTRATE ON SPECIFIC COMPANY CONTACTS IN RELATION TO SPECIFIC NIGERIAN OPPORTUNITIES AND MINIMIZE GENERAL MEETINGS WITH CHAMBERS OF COMMERCE, TRADE ASSOCIATIONS, ETC. ON OTHER HAND, IT MIGHT BE APPROPRIATE FOR EMBASSY TO BE REPRESENTED AT WORKSHOP ON U.S. TRADE AND INVESTMENT IN AFRICA WHICH WILL BE HELD IN NEW YORK MAY 28-29 BY PAN AFRICAN BUSINESS CENTER (PANAF), AND EMBOFF COULD PLAN TO ATTEND IMMEDIATELY AFTER HIS ARRIVAL IN U.S. UTILITY OF THIS IDEA OF COURSE DEPENDS ON DEPARTMENT'S REPLY TO LAGOS 04043 SENT PRIORITY ON MAY 1.

5. AS DEPARTMENT AWARE, FSO LOLLIS IS BEING TRANSFERRED FROM LAGOS IN AUGUST, BUT HE THEN BECOMES THE AF DESK OFFICER
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FOR NIGERIA. BUSINESS CONSULTATIONS IN JUNE WOULD PERMIT HIM TO FOLLOW-UP BACK IN NIGERIA IN JULY AND IN WASHINGTON STARTING IN SEPTEMBER. CONSULTATIONS WOULD BE MORE TIMELY AND EFFECTIVE NOW THAN THEY WOULD BE IF POSTPONED UNTIL, SAY, OCTOBER WHEN LOLLIS WILL HAVE TO DIVIDE HIS TIME WITH OTHER DEPARTMENTAL RESPONSIBILITIES.
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